# BEFORE THE POSTAL RATE COMMISSION WASHINGTON, D.C. 20268–0001

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POSTAL WATE COME TO TEM OFFICE OF THE GENERAL AND

POSTAL RATE AND FEE CHANGES, 2000

Docket No. R2000-1

REVISED RESPONSE OF THE UNITED STATES POSTAL SERVICE TO PRESIDING OFFICER'S INFORMATION REQUEST NO. 16 -- ERRATA (August 3, 2000)

The United States Postal Service hereby provides revised attachments (except pages 3 and 6) to the response of witness Mayes to Presiding Officer's Information Request No. 16, dated July 14, 2000. The response was originally filed on July 27, 2000. The revisions are necessary to correct errors regarding the test year revenue estimates for Priority Mail and Parcel Post. Pages 3 and 6 of the original attachment are unchanged. The revisions are explained on the attached sheet. The library reference supporting these changes (LR-I-445) will be filed tomorrow.

Respectfully submitted,

UNITED STATES POSTAL SERVICE

By its attorneys:

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# Summary of August 3, 2000 Revisions to Response to POIR 16 and Library References USPS-LR-I-435 and USPS-LR-I-436

#### Changes to Hybrid Billing Determinants

A computational error was made in the development of the Hybrid FY 1999 Q3 – FY 2000 Q2 Billing Determinants for Parcel Post, originally presented in Library Reference USPS-LR-I-435. The revenue leakage associated with the barcode discount for Destination Entry (Parcel Select) Parcel Post, shown in cell X287 should have been \$4,384,098 rather than \$32,783,274. This change causes the total revenue for Parcel Select pieces in cells X288 and AC27 to change from \$566,492,027 to \$594,891,269. Total calculated Parcel Post revenue before Revenue Adjustment Factors, in cell AC28, changes from \$957,868,415 to \$986,267,657. The revenue adjustment factor for Parcel Select, in cell AC42, changes from 109.29854513% to 104.08079186, and the revenue adjustment factor for total Parcel Post, in cell AC43, changes from 105.30508731% to 102.27286304%.

Due to a programming error, the PERMIT data for Priority Mail volumes were omitted from the files for PQ 1 and 2 of FY 2000 originally used to develop the Hybrid Billing Determinants. The corrected data were used to develop revised Hybrid Q3 FY 1999 – Q2 FY 2000 Billing Determinants. These revised Billing Determinants will be provided in Library Reference USPS-LR-I-445. The distribution of flat rate pieces to zones was also added to the revised Billing Determinants for Priority Mail.

#### Changes to Revenue Calculations Based on Hybrid Billing Determinants

The error in the barcode discount for Parcel Select Parcel Post causes changes to cells AU287 and AU288 in the revenue calculation spreadsheets originally filed as Library Reference USPS-LR-I-436. As noted above, the calculated revenues shown in cells BW27 and BW28, and the revenue adjustment factors in cells BW52 and BW53 have changed as a result.

The Test Year Before Rates and Test Year After Rates volumes, originally shown in cells K286 and K287, distributed over the Parcel Select Hybrid Billing Determinants to calculated test year Parcel Select revenues inadvertently omitted the test year DDU and DSCF volumes. The use of the correct volumes, provided in cells I288-K292, causes changes to the distributions of Test Year Before Rates and Test Year After Rates volumes and revenues for Parcel Select, and to Parcel Post in total. The revised revenue estimates are reflected in the corrected response to POIR 16.

The revised Billing Determinants for Priority Mail were used to develop test year revenue estimates. The Test Year Before Rates total revenue for Priority Mail did not change. The Test Year After Rates Priority Mail total revenue increased slightly. This revised estimate is developed in Library Reference LR-I-445 and is reflected in the revised response to POIR 16.

#### Summary of Estimated Test Year Before Rates Finances Revenue and Volume Variable Cost (Dollars in Thousands)

	Volume Variable		Revenue as Percent of Cost	Revenue Minus Vol. Var. Cost
Description	<u>Cost</u> (1)	Revenue (2)	(Col.2/Col. 1) (3)	(Col. 2 - Col. 1) (4)
First-Class Mail	(1)	(*)	(0)	(4)
Single-Piece Letters and Sealed Parcels	13,586,081	22,236,977	163.7%	8,650,896
Presort and Automation Letters	5,115,088	12,788,270	250.0%	7.673.182
Total Letters	18,701,169	35,025,247	187.3%	16,324,078
Single-Piece Cards	556,627	592,337	106.4%	35,710
Presort and Automation Cards	177,569	436,990	246.1%	259,421
Total Cards	734,196	1,029,327	140.2%	295,131
Total First-Class Mail	19,435,365	36,054,574	185.5%	16,619,209
LOTER LIE 21-01922 MIGH	15,433,300	50,034,074		10,013,203
Priority Mail	3,390,168	5,345,639	157.7%	1,955,471
Express Mail	462,139	1,005,884	217.7%	543,745
Mailgrams	850	1,136	133.6%	286
Periodicals				
Within County	87,046	76,728	<b>\$</b> 8,1%	(10,318)
Outside County				
Nonprofit	364,374	313,809	86.1%	(50,565)
Classroom	14,538	13,199	90.8%	(1,339)
Regular-Rate	1,992,410	1,784,849	89.6%	(207,561)
Total Periodicals	2,458,368	2,188,585	89.0%	(269,783)
Standard Mail (A)				
Regular	6,784,313	8,706,739	128.3%	1,922,426
Enhanced Carrier Route	2,685,551	5,043,421	187.8%	2,357,870
Total Commercial	9,469,864	13,750,160	145.2%	4,280,296
Nonprofit	1,363,813	1,457,426	106.9%	93,613
Enhanced Carrier Route	202,982	230,257	113,4%	27,275
Total Nonprofit	1,566,795	1,687,683	107.7%	120,888
Total Standard Mail (A)	11,036,659	15,437,843	139.9%	4,401,184
Standard Mail (B)				
Parcel Post	1,097,363	1,193,030	108.7%	95,667
Bound Printed Matter	512,221	486,862	95.0%	(25,359)
Special Rate	361,266	321,866	89.1%	(39,400)
Library Rate	54,852	48,513	88.4%	(6,339)
Total Standard Mail (8)	2,025,702	2,050,270	1012%	24,568
Free-for-the-Blind	31,724	0	0.0%	(31,724)
Total Domestic Mail	38,840,975	62,083,931	159.8%	23,242,956
International Mail	1,619,092	1,772,350	109.5%	153,258
Total All Mail	40,460,067	a 63,856,281	157,8%	23,396,214
Special Services				
Registry	104,550	82,455	78.9%	(22,095)
Certified Mail	492,029	414,039	84.1%	(77,990)
Insurance	80,900	67,563	108.2%	6,663
COD	16,708	18,379	110.0%	1,671
Money Orders *	170,767	291,038	170.4%	120,271
Stamped Cards	3,046	4,458	146.4%	1,412
Stamped Envelopes	11,061	12,515	113.1%	1,454
Box/Caller Service	593,497	746,951	125.9%	153,454
Other	122,876	395,396	12	272,520
Total Special Services	1,595,434	2,052,794	128.7%	457,360
Total Mail & Services	42,055,501	65,909,075	(56.7%	23,853,574
Other Costs	28,010,934			
Other Income		687,847		
Prior Years Loss Recovery	311,709			
Continuing Appropriations		67,093		
Investment Income *		(21,959)		
Grand Total	70,378,144	66,642,056	94.7%	(3,736,088)
	• •			

<sup>\*</sup> Money order revenues include interest of 49,159

Source: Costs from USPS-ST-44; Revenues from LR-I-436 and LR-I-445.

#### Summary of Revenues Test Year Before Rates (2001)

					Revenue
	Mail		_	Postage & Fees	Per Piece
Mail Service	Volume	Postage	Fees	(Col 2 + Col 3)	(Col 4/Col 1)
	(1)	(2)	(3)	(4)	(5)
First-Class Mail					0.417880
Letters - Single	53,213,828 44,117,377	22,085,503 11,746,075	151,474 0	22,236,977 11,746,075	0.266246
Automated and Carrier Route Letters Non-Automated Presort Letters	2,930,521	1,018,996	ŏ	1,018,996	0.347718
Total Worksharing	47,047,698	12,765,071	23,199	12,768,270	0.271814
Total Letters	100,261,726	34,850,574	174,673	35,025,247	0.349338
Stamped Cards	445,823	69,424	204	89,629 502,709	0.201041 0.209024
Post Cards - Single Automated and Carrier Route Post Cards	2,405,027 2,333,598	495,863 363,555	<b>6,84</b> 6 0	363,555	0.155792
Non-Automated Presort Cards	400,483	72,069	ŏ	72,089	0.180005
Total Worksharing Cards	2,734,061	435,644	1,346	436,990	0.159831
Total Cards	5,584,931	1,020,931	8,396	1,029,327	0.154304
Business Reply Fees	0	132,821 50,248	(132,621) (50,248)	0	
Domestic Mail Fees Total First Class	105,846,657	36,054,574	(30,246)	36,054,574	0.340630
Priority Mail					
Priority Mail	1,356,715	5,344,935	703	5,345,639	3.940135
Domestic Mail Fees	0	814	(814)	0 5,345,639	3.940135
Total Priority	1,356,715	5,345,749	(111)	3,343,639	3.540133
Express Mail	71,641	1,005,584	0	1,005,884	14.040611
Mailgrams	3,340	1,136	0	1,136	0,340000
Periodicals In-County	872,194	74,990	1,738	76,728	0.087971
Outside County		•			
Nonprofit	1,954,453	309,914	3,895	313,809	0.160561 0.235057
Classroom	56,153 7,545,945	13,087 1,769,611	112 15,038	13,199 1,784,849	0.236531
Regular-Rate Domestic Mail Fees	7,343, <del>94</del> 3 0	20,783	(20,783)	1,01,010	
Total Periodicals	10,428,745	2,188,585	C C	2,188,585	0.209861
Standard Mail A					
Commercial					
Regular	42,783,773	6,686,185	20,554	8,706,739	0.203506
Enhanced Carrier Route Total Commercial	33,630,517 76,414,291	5,027,265 13,713,450	16,156 36,710	5,043,421 13,750,160	0.149966 0.179942
Nonprofit					
Nonprofit	11,510,795	1,416,753	40,673	1,457,426	0.126614
Enhanced Carrier Route Total Nonprofit	2,907,206 14,416,001	219,965 1,636,738	10,272 50,945	230,257 1,687,683	0.079202 0.117054
S. H. Marian France	6	61,179	(61,179)	0	
Bulk Mailing Fees Domestic Mail Fees	ŏ	27,089	(27,089)	ŏ	
Total Standard Mail A	90,832,291	15,438,456	(613)	15,437,843	0.169960
Standard Mail B	274 / / 7	United States of the Control of the	455	1,193,030	3,152438
Parcel Post Bound Printed Matter	378,447 541,976	1,192,575 456,194	433 668	486,862	0,698309
Special Rate	208,687	321,545	321	321,866	1.542336
Library Rate	29,009	48,459	54	48,513	1,672349
Domestic Mail Fees	0	1,432	(1,432)	0	
Special Handling	0	55 11	(55) (11)	0	
PAL Fees Total Standard Mail B	1,158,116	2.050,270	(11)	2,050,270	1,770346
Total USPS Penalty Mail	348,543	0	0	0	
Free-for-the-Blind	56,675	0	0	0	
Total Domestic Mail	210,102,726	82,064,655	(724)	62,063,931	0,295493
International					
Postage	1,066,939	1,509,417	10,140	1,519,557	1.424222
Terminal & Transit	0	252,793	0	252,793	
Fees, etc. Total	0 1,066,939	10,140 1,772,350	(10,140) 0	0 1,772,350	1.661155
Total All Maii	211,169,664	63,867,005	(724)	63,856,282	0.302393
Special Services					
Registry	11,563	82,455	D	82,455	7.130642
Certified Mail	295,742	414,039	0	414,039	1.400002 1.919524
Insurance	45,610	67,563 48.370	0	87,563 18,379	5,139554
COD Money Orders *	3,576 234,993	18,379 291,038	ŏ	291,038	1.238498
Stamped Cards	445,823	4,458	. 0	4,458	0.009999
Stamped Envelopes	400,000	12,515	. 0	12,515	0,031288 40,937006
Box/Caller Service	18,246	746,951 1 657 398	0	746,951 1,657,398	1.138672
Subtotal Other	1,455,553 N/A	1,657,398 395,396	0	395,396	N/A
Total	1,455,553	2,052,794	ō	2,052,794	1.410318
Total Mail & Services	211,169,664	65,909,799	(724)	65,909,075	0.312114
Other Income	0	687,847		687,847	
Revenue Forgone	0	67,093		67,093	
Investment Income *	0	(21,959)		(21,959)	لم الله المؤالف الراقعة المؤرد الراقعة في ا
Total, all items	211,169,664	66,642,780	(724)	65,642,058	0.315585

<sup>\*</sup> Money order revenues include 49,159 in interest.

#### Summary of Estimated Test Year After Rates Finances Revenue and Volume Variable Cost (Dollars in Thousands)

	Volume Variable		Revenue as Percent of Cost	Revenue Minus Vol. Var. Cost
Description	Cost	Revenue (2)	(Col.2/Col. 1)	(Col. 2 - Col. 1) (4)
First-Class Mail	(1)	(2)	(3)	(4)
Single-Piece Letters and Sealed Parcels	13,565,268	22,841,864	168.4%	9,276,596
Presont and Automation Letters		• •	260.7%	8,168,593
, . <del></del>	5,081,634	13,250,227	193.6%	17,445,189
Total Letters	18,646,902	36,092,091		• •
Single-Piece Cards	543,567	603,623	111.0%	60,056
Presort and Automation Cards	173,866	448,789	258.1%	274,923
Total Cards	717,433	1,052,412	146.7%	334,979
Total First-Class Mail	19,364,335	37,144,502	191.8%	17,780,167
Priority Mail	3,194,542	5,661,784	177.2%	2,467,242
Express Mail	467,914	1,016,142	217.2%	548,228
Mailgrams	854	1,136	133.0%	282
Periodicals .		44.00-	05.40/	(0.005)
Within County	86,222	82,297	95.4%	(3,925)
Outside County	2,345,698	2,365,325	100.8%	19,627
Total Periodicals	2,431,920	2,447,622	100.6%	15,702
Standard Mail (A)				
Regular	6,512,735	9,126,996	140.1%	2,614,261
Enhanced Carrier Route	2,629,439	5,164,832	196.4%	2,535,393
Total Commercial	9,142,174	14,291,827	156.3%	5,149,653
Nonprofit	1,363,390	1,544,246	113.3%	180,856
Enhanced Carrier Route	199,829	262,328	131.3%	62,499
Total Nonprofit	1,563,219	1,806,574	115.6%	243,355
Total Standard Mail (A)	10,705,393	16,098,401	150.4%	5,393,008
Standard Mail (B)				
Parcel Post	1,077,003	1,210,777	112.4%	133,774
Bound Printed Matter	498,658	554,060	111.1%	55,402
Special Rate	357,987	333,099	93.0%	(24,888)
Library Rate	54,015	49,661	91.9%	(4,354)
Total Standard Mail (B)	1,987,663	2,147,597	108.0%	159,934
Free-for-the-Blind	31,833	O	0.0%	(31,833)
Total Domestic Mail	38,184,454	64,517,185	169.0%	26,332.731
International Mail	1,570,744	1,778,913	113.3%	208,169
Total All Mail	39,755,198	66,296,098	166.8%	26,540,900
Special Services				
Registry	100,215	96,301	96.1%	(3,914)
Certified Mail	460,071	577,361	125.5%	117,290
Insurance	79,549	104,522	131.4%	24,973
COD	16,629	19,981	120.2%	3,352
Money Orders *	165,714	305,035	184.1%	139,321
Stamped Cards	3,048	8,317	272.9%	5,269
Stamped Envelopes	11,077	16,041	144.8%	4,964
Box/Caller Service	586,317	805,860	137.4%	219,543
Other	123,487	414,141		290,654
Total Special Services	1,546,107	2,347,559	151.8%	801,452
Total Mail & Services	41,301,305	68,643,658	166.2%	<b>27,342,</b> 353
Other Costs	28,031,846			
Other Income		687,847		
Prior Years Loss Recovery	311,709			
Continuing Appropriations		67,093		
Investment Income *		(20,168)		
Grand Total	69,644,860	69,378,429	99,6%	(266.431)

<sup>\*</sup> Money order revenues include interest of 47,368

Source: Costs from USPS-ST-44; Revenues from LR-I-436 and LR-I-445.

# Summary of Revenues Test Year After Rates (2001)

Mail Service	Mail Volume	Postage	Fees	Postage & Fees (Col 2 + Col 3)	Revenue Per Piece (Col 4/Col 1)
	(1)	(2)	(3)	(4)	(5)
First-Class Mail	, ,		167,072	22,841,864	0.431976
Letters - Single Automated and Carrier Route Letters	52,877,658 44,393,448	22,674,792 12,284,353	167,072	12,284,353	0.276715
Non-Automated Presort Letters	2,586,288	943,354	ō	943,354	0.364752
Total Worksharing	46,979,736	13,227,707	22,520	13,250,227	0.282041
Total Letters	99,857,394	35,902,499	189,592	36,092,091	0.361436
Stamped Cards	415,873	87,587	195	87,762 515,841	0.211079 0.219049
Post Cards - Single	2,354,910 2,286,453	506,400 374,603	7,441 0	374,603	0.163836
Automated and Carrier Route Post Cards Non-Automated Presont Cards	2,200,403 383,715	72,908	ă	72,908	0.190005
Total Worksharing Cards	2,670,168	447,511	1,278	448,789	0.168075
Total Cards	5,440,951	1,043,498	8,914	1,052,412	0.193424
Business Reply Fees	0	148,580	(148,580)	0	
Domestic Mail Fees Total First Class	0 105,298,345	49,925 37,144,502	(49,925) 0	37,144,502	0.352755
Priority Mail					
Priority Mail	1,249,750	5,660,989	795	5,661,784	4,530332
Domestic Mail Fees	0	795	(795)	0	consensual and a second
Total Priority	1,249,750	5,661,784	0	5,661,784	4.530332
Express Mail	72,301	1,016,142	0	1,016,142	14.054345
Mailgrams	3,340	1,136	0	1,136	0.340000
Periodicals					
In-County	862,061	80,488	1,809	82,297	0.095466
Outside County					
Nonprofit	2,052,208	361,507	4,307	365,814	0.178254
Classroom	55,089	14,577 1,969,390	116 15,429	14,692 1,984,819	0.266702 0.269977
Regular-Rate Domestic Mail Fees	7,351,806	21,661	(21,661)	1,504,015	0.203377
Total Periodicals	10,321,166	2,447,622	. 0	2,447,622	0.237146
Standard Mail A					
Commercial					
Regular	40,998,656	9,106,517	20,479 16,398	9,126,996 5,164,832	0.222617 0.157329
Enhanced Carrier Route Total Commercial	32,628,211 73,826,867	5,148,434 14,254,951	36,876	14,291,827	0.193586
Nonprofit					0.404487
Nonprofit	11,425,579	1,492,358	51,888 12,952	1,544,246 262,328	0.135157 0.091984
Enhanced Carrier Route Total Nonprofit	2,851,675 14,277,455	249,376 1,741,734	12,952 64,840	1,806,574	0.126533
Bulk Mailing Fees	0	75,359	(75,359)	, o	
Domestic Mail Fees Total Standard Mail A	0 68,104,322	26,357 16,098,401	(26,357) 0	0 16,098,401	0.182720
Standard Mail B					
Parcel Post	374,096	1,210,236	541	1,210,777	3.236538
Bound Printed Matter	524,743	553,362	698	554,060	1,055869
Special Rate	205,769	332,762	338	333,099	1.618648 1.746667
Library Rate	28,432 0	49,599 1,412	62 (1,412)	49,661 0	1./40007
Domestic Mail Fees Special Handling	0	227	(227)	ŏ	
PAL Fees	ŏ	-i	0	0	
Total Standard Mail B	1,133,060	2,147,897	(0)	2,147,597	1,895396
Total USPS Penalty Mail	348,543	0	0	0	
Free-for-the-Blind	56,875	0	0	0	10000000000000000000000000000000000000
Total Domestic Mail	206,587,501	64,517,185	(0)	64,517,185	0.312300
International Postage	1,031,627	1,516,019	10,102	1,526,121	1.479334
Terminal & Transit	0	252,793	0	252,793	
Fees, etc. Total	0 1,031,627	10,102 1,778,913	(10,102) 0	0 1,778,913	1.724376
Total Ali Mail	207,619,128	66,296,096	(0)	68,296,008	0.319318
Special Services					
Registry	11,174	96,301	0	96,301	8.618566
Certified Mail	274,934	577,361	0	577,361 104,522	2,100002 2,339365
Insurance COD	44,680 3,544	104,522 19,981	ŏ	19,981	5.638303
Money Orders *	226,435	305,035	ŏ	305,035	1.347118
Stamped Cards	415,873	8,317	ō	6,317	0.019999
Stamped Envelopes	400,000	16,041	0	16,041	0.040104
Box/Caller Service	17,958	805,860 4 033 448	0	805,860 1,933,418	44.875272 1.386363
Sublotal Other	1,394,597 N/A	1,933,418 414,141	ů	1,933,410 414,141	1,300303 N/A
Total	1,394,597	2,347,559	ŏ	2,347,559	1.683325
Total Mail & Services	207,619,128	66,643,656	(0)	68,643,658	0.330623
Other Income	0	383,847		383,847	
Revenue Forgone	0	67,093		67,093	
investment income *	0	(20,168)		(20,168)	100.100 <u>p</u>
Total, all items	207,819,128	<b>69,074,430</b>	(0)	\$9,074,430	0.332698

<sup>\*</sup> Money order revenues include 47,368 in interest.

#### Summary of Estimated Test Year After Rates Revenue and Incremental Cost (Dollars in Thousands)

	Incremental		Revenue Minus Incremental Cost
<u>Description</u>	Cost	Revenue	(Col. 2 - Col. 1)
First-Class Mail	(1)	(2)	(3)
Single-Piece Letters and Sealed Parcels	14,289,800	22,841,864	8,552,064
Presort and Automation Letters	5,250,742	13,250,227	7,999,485
Total Letters	20,035,527	36,092,091	16,056,564
Single-Piece Cards	557,097	603,623	46,526
Presort and Automation Cards	175,806	448,789	272.983
Total Cards	733,759	1,052,412	318,653
Total First-Class Mail	20,993,518	37,144,502	16,150,984
Priority Mail	3,562,496	5,661,784	2,099,288
Express Mail	721,848	1,016,142	294,294
Mailgrams	839	1,136	297
Periodicals			
Within County	86,872	82,297	(4,575)
Outside County	2,372,566	2,365,325	(7,241)
Total Periodicals	2,462,292	2,447,622	(14,670)
Standard Mail (A)			
Regular	6,622, <del>9</del> 48	9,126,996	2,504,048
Enhanced Carrier Route	2,770,614	5,164,832	2,394,218
Total Commercial	9,608,383	14,291,827	4,683,444
Nonprofit	1,376,714	1,544,246	167,532
Enhanced Carrier Route	200,196	262,328	62,132
Total Nonprofit	1,578,088	1,806,574	228,486
Total Standard Mail (A)	11,313,615	16,098,401	4,784,786
Standard Mail (B)			specification recognished to the Article Control of Con
Parcel Post	1,087,053	1,210,777	123,724
Bound Printed Matter	502,165	554,060	51,895
Special Rate	358,785	333,099	(25,686)
Library Rate	54,035	49,661	(4,374)
Total Standard Mail (B)	2,020,841	2,147,597	126,756
International Mail	1,631,887	1,778,913	147,026
Special Services			
Registry	100,302	96,301	(4,001)
Certified Mail	527,061	577,361	50,300
Insurance	79,785	104,522	24,737
COD	16,654	19,981	3,327
Money Orders	231,950	305,035	73,085
Stamped Cards	3,047	8,317	5,270
Stamped Envelopes Box/Caller Service	11,075	16,041	4,966
DOXICALIEL SELVICE	587,254	805,860	218,606

Source: Revenues from USPS-LR-1-436 and USPS-LR-1-445; Costs from USPS-ST-45.

### **DECLARATION**

I, Virginia J. Mayes, declare under penalty of perjury that the foregoing answers are true and correct, to the best of my knowledge, information, and belief.

rginia J. Mayes

Dated:

8-3-00

## **CERTIFICATE OF SERVICE**

I hereby certify that I have this day served the foregoing document upon all participants of record in this proceeding in accordance with section 12 of the Rules of Practice.

Eric P. Koetting

475 L'Enfant Plaza West, S.W. Washington, D.C. 20260–1137 (202) 268–2992 Fax –5402 August 3, 2000